

## CLAIMS

What is claimed is:

- 1 1. A method for generating revenue, comprising:
  - 2 a) appointing a supply chain manager for a buying supply chain participant;
  - 3 b) granting authority to the supply chain manager to negotiate supply agreements
  - 4 between a selling supply chain participant and the supply chain manager on behalf
  - 5 of the buying supply chain participant;
  - 6 c) entering into the supply agreement, wherein the supply agreement has provisions
  - 7 including i) establishing a contract price for the good, and ii) requiring the selling
  - 8 supply chain participant to bill the buying supply chain participant at an invoice
  - 9 price to be determined by the supply chain manager; and
  - 10 d) establishing an invoice price for the good at various times during the term of the
  - 11 supply agreement.
- 1 2. The method of claim 1, further comprising collecting the invoice price from the at
- 2 least one buying supply chain participant.
- 1 3. The method of claim 2, wherein the billing and collecting are performed at the
- 2 direction of the supply chain manager.
- 1 4. The method of claim 1, wherein an overpayment to a selling supply chain
- 2 participant for a commodity is reconciled by paying the difference between the
- 3 corresponding contract price and the corresponding invoice price to the supply
- 4 chain manager.
- 1 5. The method of claim 1, wherein an underpayment to a selling supply chain
- 2 participant for a commodity is reconciled by paying the difference between the

corresponding invoice price and the corresponding contract price to the selling supply chain participant.

6. A method for generating revenue, comprising:

- a) appointing a supply chain manager for a buying supply chain participant;
- b) granting authority to the supply chain manager to negotiate supply agreements between a selling supply chain participant and the supply chain manager on behalf of the buying supply chain participant;
- c) entering into the supply agreement, wherein the supply agreement has provisions including i) establishing a contract price for the good, and ii) requiring the selling supply chain participant to bill the buying supply chain participant at an invoice price to be determined by the supply chain manager; and
- d) establishing an invoice price for the good at various times during the term of the supply agreement.

7. The system of claim 6, further comprising logic for collecting the invoice price from the at least one buying supply chain participant.

8. The system of claim 7, wherein the billing and collecting are performed at the direction of the supply chain manager.

9. The system of claim 6, wherein an overpayment to a selling supply chain participant for a commodity is reconciled by paying the difference between the corresponding contract price and the corresponding invoice price to the supply chain manager.

10. The system of claim 6, wherein an underpayment to a selling supply chain participant for a commodity is reconciled by paying the difference between the corresponding invoice price and the corresponding contract price to the selling supply chain participant.

- 1 11. A method for generating revenue, comprising:
  - 2 a) appointing a supply chain manager for a buying supply chain participant;
  - 3 b) granting authority to the supply chain manager to negotiate supply agreements  
4 between a selling supply chain participant and the supply chain manager on behalf  
5 of the buying supply chain participant;
  - 6 c) entering into the supply agreement, wherein the supply agreement has provisions  
7 including i) establishing a contract price for the good, and ii) requiring the selling  
8 supply chain participant to bill the buying supply chain participant at an invoice  
9 price to be determined by the supply chain manager; and
  - 10 d) establishing an invoice price for the good at various times during the term of the  
11 supply agreement.

- 1 12. The computer program product of claim 11, further comprising computer code for  
2 collecting the invoice price from the at least one buying supply chain participant.

- 1 13. The computer program product of 12, wherein the billing and collecting are  
2 performed at the direction of the supply chain manager.

- 1 14. The computer program product of claim 11, wherein an overpayment to a selling  
2 supply chain participant for a commodity is reconciled by paying the difference  
3 between the corresponding contract price and the corresponding invoice price to  
4 the supply chain manager.

- 1 15. The computer program product of claim 11, wherein an underpayment to a selling  
2 supply chain participant for a commodity is reconciled by paying the difference  
3 between the corresponding invoice price and the corresponding contract price to  
4 the selling supply chain participant.